



Warson Group, Inc.

121 Hunter Avenue Suite 204 St. Louis, MO 63124 314-721-8500 Fax 314-721-0569

ORIGINAL

001020/030

10
20

30

40

022

August 11, 2003

Federal Maritime Commission
800 North Capitol Street
Washington DC. 20573

P3-03

RECEIVED
FEDERAL MARITIME COMMISSION

03 OCT -9 PM 3:55

Attn: Honorable Steven R. Blust, Chairman

Reference: UPS Application for Exemption

Dear Chairman Blust:

Warson Group supports the petition of UPS for an exemption under Section 16 of the Shipping Act of 1984 for the purpose of offering service contracts to its shippers.

Warson Group is engaged in the distribution of occupational safety footwear. In our business we ship approximately seventy (70) containers of freight annually in international commerce. Our freight consists mainly of safety footwear loaded in full containers or LCL shipments. Our shipments originate in Hong Kong and are shipped to Springfield, Missouri. We have been a UPS customer for nearly 15 years.

It would be beneficial to Warson Group if UPS were able to offer service contracts, with confidential rates and enhanced service features customized to our particular needs. While UPS's existing services often present the best transportation solution, the ability to negotiate confidential rates for the ocean portion of our freight movements, coupled with UPS's end-to-end air or surface services in the USA, would enable us to get the most value for our shipping expenditures and enhance the specialized value-added features we could offer to our customers. This would allow us more flexibility in selecting suppliers and enable us to provide a more competitive product. This is very important to us in light of intense price and service pressure we face from our competitors.

Accordingly, we support the UPS petition, and we request the Commission to grant it.

Sincerely yours:

James A. Maritz
President
Warson Group, Inc.